

DIOR/P01-68



100 COMPANIES

COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME
OF PRIME CONTRACT AWARDS

Fiscal Year 1968

DEPARTMENT OF DEFENSE
OASD (COMPTROLLER)
DIRECTORATE FOR INFORMATION OPERATIONS

100 COMPANIES AND THEIR SUBSIDIARY CORPORATIONS

LISTED ACCORDING TO NET VALUE OF MILITARY

PRIME CONTRACT AWARDS

Fiscal Year 1968

The 100 companies, which together with their subsidiaries were awarded the largest dollar volume of military prime contracts of \$10,000 or more in FY 1968, accounted for \$26.2 billion, or 1.9% more than in FY 1967. The total awarded to all United States companies was \$38.8 billion, which was 1% less than in FY 1967. Although the total volume of awards was almost the same in both fiscal years, there were sizeable increases in the procurement of ammunition, missiles and space equipment, petroleum, and transportation services, and decreases in clothing and textiles, construction and miscellaneous commercial type items. In general, the industries affected by the increased Defense procurement are more highly concentrated than those affected by decreased procurement. It is principally for this reason that the top 100 companies received 1.9% more of the FY 1968 than of the FY 1967 total, or 67.4% compared with 65.5%. A contributing but probably less important factor in the increased percentage awarded to the top 100 companies is the process of acquisition, merger, and consolidation that has been prevalent in U. S. industry. Some of the important changes are discussed on the next page.

The table below shows that the first five companies received 20.6% of the total received by all U. S. companies in FY 1968. This was a slightly lower percentage than was obtained in FY 1967. However, the percentage for the first 25 companies aggregated 45.6% or 1.1% more in FY 1968 than in FY 1967. The largest company in FY 1968 obtained \$2,239 million compared with \$2,125 million for the largest in FY 1967. To get on the list in FY 1968 required \$50 million in awards, against \$46 million in FY 1967.

<u>Companies</u>	<u>Percent of U. S. Total</u>			
	<u>FY 1965</u>	<u>FY 1966</u>	<u>FY 1967</u>	<u>FY 1968</u>
1st	7.1%	4.6%	5.4%	5.8%
2nd	4.9	3.5	4.7	4.8
3rd	3.5	3.4	4.6	3.8
4th	3.4	3.4	3.3	3.4
5th	3.1	2.7	2.8	2.8
1 - 5	<u>22.0%</u>	<u>17.6%</u>	<u>20.8%</u>	<u>20.6%</u>
6 - 10	10.2	9.0	8.8	9.3
11 - 25	16.0	16.4	14.9	15.7
1 - 25	<u>48.2%</u>	<u>43.0%</u>	<u>44.5%</u>	<u>45.6%</u>
26 - 50	13.0	12.1	11.6	11.5
51 - 75	5.2	5.4	6.1	6.6
76 - 100	<u>2.5</u>	<u>3.3</u>	<u>3.3</u>	<u>3.7</u>
1 - 100	68.9%	63.8%	65.5%	67.4%

The FY 1968 list of the top 100 companies contains 16 companies which did not appear on the list for FY 1967. Of these, four appear between positions 51 and 75 and the remaining twelve between positions 76 and 100.

Of the 84 companies appearing in both FY 1967 and FY 1968, 43 bettered their position, 37 were in a less favorable position and four showed no change in position. The greatest positive change occurred for Texas Instruments, Inc. which went from 64th place last year to 39th place this year. Other companies with major position changes were: Pan American World Airways, Inc., from 55th to 32nd; Litton Industries, Inc., from 36th to 14th; Olin Mathieson Chemical Corp., from 42nd to 21st and International Harvester Co. which dropped from 71st place last year to 98th place on the list this year.

Companies Listed in FY 1968
But Not in FY 1967

Aerodex, Inc.
Atlas Chemical Industries, Inc.
Automatic Sprinkler Corp of America
City Investing Co.
Colt Industries, Inc.
Control Data Corp.
Harris-Intertype Corp.
Hazeltine Corp.
Lykes Corp.
McLean Industries, Inc.
National Presto Industries, Inc.
Seatrains Lines, Inc.
States Marine Lines, Inc.
U. S. Steel Corp.
Vitro Corp of America
World Airways, Inc.

Companies Listed in FY 1967
But Not in FY 1968

Airlift International, Inc.
Bethlehem Steel Corp.
Cities Service Co.
Dillingham Overseas Corp. & H. B.
Zachry Co. (JV)
Dow Chemical Co.
Firestone Tire & Rubber Co.
Flying Tiger Line, Inc.
Maxson Electronics Corp.
Morrison-Knudsen Co.
Northwest Airlines, Inc.
Ogden Corp.
Stevens (J. P.) & Co., Inc.
Systems Development Corp. (N)
Tumpane Co., Inc.
Union Carbide Corp.
Westinghouse Air Brake Co.

In addition to this turnover the following changes affecting companies on the FY 1967 list were noted: North American Aviation, Inc. has become North American Rockwell Corp., the result of a merger with Rockwell-Standard Corp; Atlantic Research Corp. was merged into Susquehanna Corp., a uranium mining and processing company and a building products supplier; the name of the Signal Oil & Gas Co. was changed to Signal Companies, Inc; however, the Signal Companies oil and gas business will continue to be conducted under the Signal Oil & Gas Co. name.

Major changes affecting companies on the list for FY 1968 are: the acquisition of Hayes Holding Co. (formerly Hayes International Corp.) and American Electric Co. by the City Investing Co., a diversified manufacturing and investing firm; the acquisition of Mack Trucks, Inc. by the Signal Companies; the acquisition of Braniff Airways, Inc. by Ling Temco Vought, Inc; the merger of Memcor, Inc. into L T V ElectroSystems, a subsidiary of Ling Temco Vought, Inc; the acquisition of P R D Electronics, Inc. and Radiation, Inc. by the Harris-Intertype Corp. and the merger of the Amphenol Corp. with Bunker Ramo Corp. which is controlled by the Martin Marietta Corp.

Although the contract work of many companies on the list involves more

than one procurement category, each company has been assigned in the table below to the procurement category that accounts for its largest dollar volume of awards. On this basis "Electronics" companies decreased from 19 in FY 1967 to 14 in FY 1968, while "Missile" companies increased from seven to 12. For the first time four companies engaged principally in ocean transportation services made the list. These were the Lykes Corp., McLean Industries, Inc., States Marine Lines, Inc., and Seatrain Lines, Inc.

<u>Procurement Category</u>	<u>Number of Companies</u>		
	<u>FY 1967</u>	<u>FY 1968</u>	<u>Change</u>
Aircraft	20	22	+ 2
Missiles	7	12	+ 5
Ships	4	2	- 2
Tank-Automotive	7	7	-
Weapons	1	2	+ 1
Ammunition	19	22	+ 3
Electronics	19	14	- 5
Services	10	12	+ 2
Construction	2	1	- 1
Petroleum	7	6	- 1
Textiles & Clothing	1	0	- 1
Building Supplies	1	0	- 1
All Other Supplies & Equipment	2	0	- 2

As indicated above the number of companies assigned to "Missiles" increased by five over last year; however, four of the five newly assigned companies in the missile category made the list last year under other categories. Of the 19 companies assigned to "Electronics" in FY 1967, 11 were retained in this category in FY 1968, five were assigned to other categories and three did not receive sufficient awards to make the list.

Three non-profit contractors (see Index) made the list for FY 1968 dropping by one from last year. These non-profit contractors, for the most part provide research, development and training services in the missile-space and electronics programs.

The same five companies received prime contract awards of more than \$1 billion each in FY 1968 as in FY 1967. However, the McDonnell Douglas Corp. which placed number one last year dropped to fifth place this year as each of the other four companies moved up one position. The five leading companies and a brief description of their more important work are as follows:

General Dynamics Corp., in second place last year, heads the list this year with \$2,239.3 million, or 5.8% of the total. The fiscal year 1967 volume for this company was \$1,831.9 million and its percentage was 4.7%. The company received contracts for aircraft, missiles and ships. Aircraft contracts include the F-111 fighter aircraft. Contracts awarded for ships were for alterations, conversions, maintenance and repair as well as for new construction of small craft, oilers and submarines. Missiles included components as well as systems.

Lockheed Aircraft Corp. moved into second place on the list, receiving awards totaling \$1,870.2 million which represented 4.8% of the fiscal year 1968 total. Last year, ranking third, the dollar volume of awards to this company

amounted to \$1,807.2 million or 4.6% of total. Lockheed's principal aircraft contracts include the C-5A Galaxy Jet Transport, the C-141A Starlifter Jet Cargo Transport, the F-104 Starfighter, the P-3 Orion Patrol Bomber and the Cheyenne Helicopter. Missile and satellite activities include the Polaris and Poseidon.

General Electric Co., whose contracts totaled \$1,488.7 million, 3.8% of total, ranks third. This compares with \$1,289.8 million or 3.3% of total in fiscal year 1967. Aircraft engines, particularly for the C-5A Galaxy and the F-4 Phantom, were an important part of this company's production and development effort. Ordnance contracts were for various types of guns and guidance and control systems for missiles. This company also received substantial contracts for electronics equipment and nuclear propulsion systems for ships.

United Aircraft Corp. received contracts amounting to \$1,321.0 million, 3.4% of total, which was sufficient for 4th place. Fiscal year 1967 awards to this company totaled \$1,097.1 million for 2.8% of total and 5th place. The prime contract work of this company is in the production of aircraft engines and engine spare parts. Contracts for aircraft were for the production of helicopters, principally the CH-54 Flying Crane, SH-3D Sea King and CH-53 Sea Stallion.

McDonnell Douglas Corp., in first place last year, fell to 5th place this year as reported contract awards, principally the F-4 aircraft, dropped by \$1,023.8 million. For fiscal year 1968, contract awards to this company totaled \$1,100.8 million or 2.8% of total. This compares with \$2,124.6 million and 5.4% for fiscal year 1967. The aircraft contracts of this company include the F-4 Phantom series of fighter and reconnaissance aircraft, the A-4/TA-4 Jet Attack/Trainer Aircraft and aircraft modification, overhaul and repair. Additionally, substantial effort is being made in the development of the Manned Orbiting Laboratory.

INDEX OF 100 PARENT COMPANIES WHICH WITH THEIR SUBSIDIARIES RECEIVED THE
LARGEST DOLLAR VOLUME OF MILITARY PRIME CONTRACT AWARDS IN FISCAL YEAR 1968

RANK	PARENT COMPANY	RANK	PARENT COMPANY
89.	AERODEX INC	64.	LEAR SIEGLER INC
74.	AEROSPACE CORP (N)	8.	LING TEMCO VOUGHT INC
61.	AMERICAN MACHINE + FOUNDRY CO	14.	LITTON INDUSTRIES, INC
71.	AMERICAN PFG CO OF TEXAS	2.	LOCKHEED AIRCRAFT CORP
6.	AMERICAN TELEPHONE + TELEGRAPH CO	87.	LYKES CORP
49.	ASIATIC PETROLEUM CORP	55.	MAGNAVOX CO
94.	ATLAS CHEMICAL INDUSTRIES INC	17.	MARTIN MARIETTA CORP
99.	AUTOMATIC SPRINKLER CORP AMERICA	53.	MASON + HANGER SILAS MASON CO
12.	AVCO CORP	54.	MASSACHUSETTS INSTITUTE OF TECHNOLOGY (N)
31.	BENDIX CORP	5.	MCDONNELL DOUGLAS CORP
7.	BOEING CO	88.	MCLEAN INDUSTRIES, INC
75.	CESSNA AIRCRAFT CO	51.	MOBIL OIL CORP
62.	CHAMBERLAIN CORP	80.	MOTOROLA INC
43.	CHRYSLER CORP	66.	NATIONAL PRESTO INDUSTRIES INC
68.	CITY INVESTING CO	34.	NEWPORT NEWS SHIPYARD + DRY DOCK CO
47.	COLLINS RADIO CO	45.	NORRIS INDUSTRIES
69.	COLT INDUSTRIES, INC	9.	NORTH AMERICAN ROCKWELL CORP
79.	CONDEC CORP	22.	NORTHROP CORP
81.	CONTINENTAL AIR LINES INC	21.	OLIN MATHIESON CHEMICAL CORP
86.	CONTROL DATA CORP	57.	PACIFIC ARCHITECTS + ENGINEERS INC
72.	CURTISS WRIGHT CORP	32.	PAN AMERICAN WORLD AIRWAYS INC
40.	DAY + ZIMMERMAN INC	26.	RADIO CORP OF AMERICA
38.	DUPONT E I DE NEMOURS + CO	35.	RAYMOND MORRISON KNUDSEN (JV)*
59.	EASTMAN KODAK CO	15.	RAYTHEON CO
76.	EMERSON ELECTRIC CO	23.	RYAN AERONAUTICAL CO
33.	F M C CORP	58.	SANDERS ASSOCIATES INC
56.	FAIRCHILD HILLER CORP	77.	SEATRAN LINES INC
82.	FEDERAL CARTRIDGE CORP	36.	SIGNAL COMPANIES INC (THE)
19.	FORD MOTOR CO	100.	SMITH INVESTMENT CO
1.	GENERAL DYNAMICS CORP	16.	SPERRY RAND CORP
3.	GENERAL ELECTRIC CO	44.	STANDARD OIL CO OF CALIF
10.	GENERAL MOTORS CORP	25.	STANDARD OIL OF NEW JERSEY
63.	GENERAL PRECISION EQUIPMENT CORP	92.	STATES MARINE LINES INC
41.	GENERAL TELEPHONE + ELECTRIC CORP	90.	SUSQUEHANNA CORP
20.	GENERAL TIRE + RUBBER CO	91.	SVERDRUP + PARCEL + ASSOCIES INC
48.	GODDYEAR TIRE + RUBBER CO	52.	T R W INC
11.	GRUMMAN AIRCRAFT ENGINEERING CORP	67.	TELEDYNE INC
78.	GULF OIL CORP	46.	TEXACO INC
96.	HARRIS-INTERTYPE CORP	39.	TEXAS INSTRUMENTS INC
65.	HARVEY ALLMINER INC	13.	TEXTRON INC
93.	HAZELTINE CORPORATION	58.	THIokol CHEMICAL CORP
37.	HERCULES INC	42.	UNIROYAL INC
20.	HONEYWELL INC	4.	UNITED AIRCRAFT CORP
24.	HUGHES AIRCRAFT CO	60.	UNITED STATES STEEL CORP
83.	HUGHES TOOL CO	95.	VINNELL CORP
30.	INTERNATIONAL BUSINESS MACHINE CO	84.	VITRO CORP OF AMERICA
98.	INTERNATIONAL HARVESTER CO	70.	WESTERN UNION TELEGRAPH CO
29.	INTERNATIONAL TELEPHONE + TELEGRAPH CORP	27.	WESTINGHOUSE ELECTRIC CORP
65.	JOHNS HOPKINS UNIVERSITY (N)	73.	WHITE MOTOR CO
18.	KAISER INDUSTRIES CORP	97.	WORLD AIRWAYS INC

* Raymond International, Inc; Morrison-Knudsen Co., Inc; Brown & Root, Inc;
& J. A. Jones Construction Co.

(N) Non-Profit

(JV) Joint Venture

188 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO
NET VALUE OF MILITARY PRIME CONTRACT AWARDS

FISCAL YEAR 1968
(1 JULY 1967 - 30 JUNE 1968)

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
	U. S. TOTAL ^{a/}	\$38,826,625 *****	100.00	100.00
	TOTAL, 128 COMPANIES + THEIR SUBSIDIARIES ^{b/}	26,171,192 *****	67.41	67.41
1.	GENERAL DYNAMICS CORP DYNATRONICS INC STROMBERG CARLSON CORP UNITED ELECTRIC COAL CO	2,231,488 27 7,782 42		
	TOTAL	2,239,339	5.77	5.77
2.	LOCKHEED AIRCRAFT CORP LOCKHEED SHIPBUILDING CONSTRUCTION	1,858,363 11,834		
	TOTAL	1,870,197	4.82	10.59
3.	GENERAL ELECTRIC CO GENERAL ELECTRIC SUPPLY CO	1,485,896 3,611		
	TOTAL	1,489,507	3.83	14.42
4.	UNITED AIRCRAFT CORP	1,328,991	3.40	17.82
5.	MCDONNELL DOUGLAS CORP CONDUCTRON CORP HYCON MFG CO	1,087,668 5,372 7,885		
	TOTAL	1,100,925	2.84	20.66
6.	AMERICAN TELEPHONE + TELEGRAPH CO CHESAPEAKE + PCTOMAC TELEPHONE CO ILLINOIS BELL TEL CO MOUNTAIN STATES TEL + TEL CO NEW ENGLAND TEL + TEL CO NEW JERSEY BELL TELEPHONE CO NEW YORK TELEPHONE CO NORTHWESTERN BELL TELEPHONE CO OHIO BELL TELEPHONE CO PACIFIC NORTHWEST BELL TELEPHONE PACIFIC TELEPHONE + TELEGRAPH CO SOUTHERN BELL TELEPHONE + TELEGRAPH SOUTHWESTERN BELL TELEPHONE TELETYPE CORP WESTERN ELECTRIC CO INC	161,485 13,018 38 1,072 549 529 152 235 661 160 225 2,178 1,197 22,591 571,177		
	TOTAL	775,927	2.00	22.66
7.	BOEING CO	762,141	1.96	24.62
8.	LING TEMCO VOUGHT INC ALTEC SERVICE CO BRANIFF AIRWAYS INC	58,011 58 46,304		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
8.	LING TEMCO VOUGHT INC			
	CONTINENTAL ELECTRONICS MFG CO	4,238		
	JEFFERSON WIRE + CABLE CORP	151		
	JONES + LAUGHLIN STEEL CORP	695		
	KENTRON HAWAII LTD	8,549		
	L T V ELECTROSYSTEMS	123,592		
	L T V AEROSPACE CORP	487,762		
	L T V LING ALTEC INC	886		
	MEMCOR INC	25,883		
	NATIONAL CAR RENTAL SYSTEM	11		
	OKONITE CO THE	1,656		
	WILSON + CO INC	8,299		
	WILSON PHARMACEUTICAL + CHEM CORP	16		
	WILSON SPORTING GOODS CO	158		
	TOTAL:	758,261	1.95	26.57
9.	NORTH AMERICAN ROCKWELL CORP	668,482		
	REHMERT-WERNER, INC	159		
	TOTAL	668,641	1.72	28.29
10.	GENERAL MOTORS CORP	629,515		
	FRIGIDAIRE SALES CORP	95		
	TOTAL	629,610	1.62	29.91
11.	GRUMMAN AIRCRAFT ENGINEERING CORP	629,197	1.62	31.53
12.	AVCO CORP	583,648	1.58	33.83
13.	TEXTRON INC	18,438		
	ACCESSORY PRODUCTS CO	133		
	BELL AEROSPACE CORP	478,691		
	BELL AEROSYSTEMS CO	188		
	BOSTITCH INC	14		
	CAMCAR SCREW + MFG CO	88		
	FAFNIR BEARING CO	1,581		
	FANNER MFG CO	66		
	TALON, INC	332		
	TEXTRON ELECTRONICS INC	993		
	TOWNSEND CO	297		
	WATERBURY FARREL	182		
	TOTAL	588,747	1.29	34.32
14.	LITTON INDUSTRIES, INC	28,752		
	AERO SERVICE CORP	822		
	ALLIS (LOUIS) CO	1,318		
	ALVEY FERGUSON CO	138		
	CLIFTON PRECISION PRODUCTS CO	27		
	EUREKA X-RAY TUBE CORP	33		
	INGALLS SHIPBUILDING CORP	277,289		
	KIMBALL SYSTEMS, INC	22		
	LITTON PRECISION PRODS INC	6,829		
	LITTON SYSTEMS INC	158,386		
	MONROE INTERNATIONAL INC	43		
	PROFEXRAY INC	27		
	ROYAL TYPEWRITER CO, INC	13		
	TOTAL	465,691	1.28	35.52

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
15.	RAYTHEON CO AMANA REFRIGERATION INC MACHLETT LABORATORIES INC MICRO STATE ELECTRONICS CORP RAYTHEON EDUCATION CO SEISMOGRAPH SERVICE CORP	431,241 18 19,358 125 926 94		
	TOTAL	451,754	1.16	36.68
16.	SPERRY RAND CORP	447,197	1.15	37.83
17.	MARTIN MARIETTA CORP AMPHENOL-BORG ELECTRONICS, GMBH BUNKER RAND CORP	357,642 286 35,526		
	TOTAL	393,454	1.01	38.84
18.	KAISER INDUSTRIES CORP KAISER AEROSPACE + ELECTRONICS CO KAISER JEEP CORP KAISER STEEL CORP NATIONAL STEEL + SHIPBUILDING CO	97 5,615 295,883 52,836 31,983		
	TOTAL	386,334	1.00	39.84
19.	FORD MOTOR CO GENERAL MICRO-ELECTRONICS, INC PHILCO FORD CORP	76,771 170 384,423		
	TOTAL	381,344	0.98	40.82
20.	HONEYWELL INC COMPUTER CONTROL CO INC	351,625 57		
	TOTAL	351,682	0.91	41.73
21.	DLIN MATHIESON CHEMICAL CORP	329,415	0.85	42.58
22.	NORTHROP CORP HALLICRAFTERS CO NORTHROP CAROLINA INC PAGE COMMUNICATIONS ENGINEERS INC SECOA, INC WARNECKE ELECTRON TUBES, INC	182,150 33,467 26,183 67,934 493 29		
	TOTAL	310,256	0.80	43.38
23.	RYAN AERONAUTICAL CO CONTINENTAL AVIATION + ENGR CORP CONTINENTAL MOTORS CORP WISCONSIN MOTOR CORP	133,751 39,142 111,891 8,374		
	TOTAL	293,158	0.76	44.14
24.	HUGHES AIRCRAFT CO MEVA CORP	285,858 251		
	TOTAL	286,109	0.74	44.88
25.	STANDARD OIL OF NEW JERSEY AMERICAN CRYOGENICS INC ENJAY CHEMICAL CO	148 251 93		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
25.	STANDARD OIL OF NEW JERSEY			
	ESSO A G	1,318		
	ESSO INTERNATIONAL CORP	144,985		
	ESSO PETROL CO LTD	92		
	ESSO RESEARCH + ENGINEERING CO	1,164		
	ESSO STANDARD EASTERN INC	348		
	ESSO STANDARD ITALIANA	2,835		
	ESSO STANDARD OIL CO S A	2,584		
	ESSO STANDARD SAF	119		
	ESSO STANDARD THAILAND LTD	124		
	HUMBLE OIL + REFINING CO	121,212		
	TOTAL	274,377	8.71	45.59
26.	RADIO CORP OF AMERICA	254,961		
	RCA DEFENSE ELECTRONICS CORP	39		
	RCA INSTITUTES INC	12		
	TOTAL	255,812	8.66	46.25
27.	WESTINGHOUSE ELECTRIC CORP	247,664		
	THERMO KING CORP	1,466		
	THERMO KING SALES + SERVICE	66		
	WESTINGHOUSE ELECTRIC SUPPLY CO	1,319		
	WESTINGHOUSE LEARNING CORP	524		
	TOTAL	251,839	8.65	46.98
28.	GENERAL TIRE + RUBBER CO	11,636		
	AEROJET DELFT CORP	979		
	AEROJET GENERAL CORP	218,232		
	BATESVILLE MFG CO	24,182		
	FLEETWOOD CORP	18		
	FRONTIER AIRLINES INC	21		
	GENERAL TIRE INTERNATIONAL CO	996		
	TOTAL	248,856	8.64	47.54
29.	INTERNATIONAL TELEPHONE + TEL CORP	135,713		
	AMPEX CORP	67		
	BARTON INSTRUMENT CORP	37		
	CONSOLIDATED ELECTRIC LAMP CO	11		
	CONTINENTAL BAKING CO	2,194		
	FEDERAL ELECTRIC CORP	65,499		
	ITT ELECTRO PHYSICS LABORATORIES	2,715		
	ITT GILFILLAN INC	34,889		
	ITT TECHNICAL SERVICES INC	521		
	TOTAL	241,566	8.62	48.16
30.	INTERNATIONAL BUSINESS MACHINE CO	223,823		
	SCIENCE RESEARCH ASSOCIATES INC	199		
	SERVICE BUREAU CORP	439		
	TOTAL	223,661	8.58	48.74
31.	BENDIX CORP	214,398		
	BENDIX FIELD ENGINEERING CORP	7,426		
	BENDIX WESTINGHOUSE AUTOMOTIVE	175		
	DAGE ELECTRIC CO INC	13		
	FRAM CORP	1,817		
	MOSAIC FABRICATIONS INC	195		
	P + D MFG CO INC	331		
	TOTAL	223,555	8.58	49.32

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
32.	PAN AMERICAN WORLD AIRWAYS INC	285,652	8.53	49.85
33.	F M C CORP GUNDERSON BRCS ENGINEERING CORP	175,868 9,486		
	TOTAL	185,266	8.48	52.33
34.	NEWPORT NEWS SHIPBLD + DRY DOCK CC NUCLEAR SERVICE + CONSTR CC, INC	181,248 61		
	TOTAL	181,309	8.47	58.88
35.	RAYMOND MORRISON YNLOSEN (JV)	176,888	8.45	51.25
36.	SIGNAL COMPANIES INC (THE) DUNHAM BLSH INC GARRETT CORP MACK TRUCKS INC SIGNAL OIL + GAS CO SOUTHLAND OIL CORP	465 114,628 48,487 5,792 2,287		
	TOTAL	171,571	8.44	51.69
37.	HERCULES INC HAVEG INDUSTRIES INC	178,242 1,119		
	TOTAL	171,361	8.44	52.13
38.	DUPONT E I DE NEMOURS + CO REMINGTON ARPS CO	38,662 139,987		
	TOTAL	178,569	8.44	52.57
39.	TEXAS INSTRUMENTS INC	169,271	8.44	53.81
40.	DAY + ZIMMERMAN INC	166,248	8.43	53.44
41.	GENERAL TELEPHONE + ELECTN CORP AUTOMATIC ELECTRIC CO AUTOMATIC ELECTRIC SALES CORP GENERAL TELEPHONE + ELECTRONIC LAB GENERAL TELEPHONE CO OF SCUTHEAST HAWAIIAN TELEPHONE CO LENKURT ELECTRIC CO INC SYLVANIA ELECTRIC PRODUCTS INC	93 9,682 1,829 273 151 4,626 8,658 133,786		
	TOTAL	159,818	8.41	53.85
42.	UNIROYAL INC UNIROYAL INTERNATIONAL CORP	154,163 136		
	TOTAL	154,299	8.48	54.25
43.	CHRYSLER CORP FACTORY MOTOR PARTS CO	146,586 14		
	TOTAL	146,600	8.38	54.63

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
44.	STANDARD OIL CO OF CALIF	71,462		
	CALTEX ASIA LTD C/	1,853		
	CALTEX OIL PRODUCTS CO C/	61,766		
	CALTEX OIL THAILAND LTD C/	1,995		
	CALTEX OVERSEAS LTD C/	379		
	CALTEX PHILIPPINES INC C/	436		
	CHEVRON ASPHALT CO	58		
	CHEVRON CHEMICAL CO	797		
	CHEVRON OIL CO	2,153		
	CHEVRON OIL CO OF VENEZUELA	1,610		
	CHEVRON SHIPPING CO	1,297		
	STANDARD OIL CO KENTUCKY	2,297		
	STANDARD OIL CO TEXAS	122		
	TOTAL	146,217	8.38	55.81
45.	MORRIS INDUSTRIES	139,864		
	FYR FYTER CO	282		
	TOTAL	139,266	8.36	55.37
46.	TEXACO INC	45,484		
	CALTEX ASIA LTD C/	1,853		
	CALTEX OIL PRODUCTS CO C/	61,766		
	CALTEX OIL THAILAND LTD C/	1,995		
	CALTEX OVERSEAS LTD C/	379		
	CALTEX PHILIPPINES INC C/	436		
	JEFFERSON CHEMICAL CO INC	185		
	TEXACO ANTILLES, LTD	88		
	TEXACO EXPORT INC	22,561		
	TEXACO PLERIG RICE INC	2,451		
	WHITE FUEL CO INC	984		
	TOTAL	138,822	8.36	55.73
47.	COLLINS RADIO CO	134,754	8.35	56.88
48.	GOODYEAR TIRE + RUBBER CO	55,358		
	GOODYEAR AEROSPACE CORP	76,281		
	MOTOR WHEEL CORP	2,846		
	TOTAL	133,685	8.34	56.42
49.	ASIATIC PETROLEUM CORP	132,796	8.34	56.76
50.	SANDERS ASSOCIATES INC	138,838		
	MITHRAS INC	481		
	TOTAL	131,311	8.34	57.18
51.	MOBIL OIL CORP	128,865	8.33	57.43
52.	T R W INC	126,363		
	GLOBE INDUSTRIES INC	348		
	INTERNATIONAL CONTROLS CORP	672		
	RAMSEY CORP	14		
	UNITED-CARR, INC	78		
	TOTAL	127,467	8.33	57.76

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
53.	MILTON + HANGER SILAS MASON CO	127,064	0.33	58.09
54.	MASSACHUSETTS INSTITUTE OF TECHNOLOGY (N)	124,143	0.32	58.41
55.	MAGNAVOX CO	123,100	0.32	58.73
56.	FAIRCHILD HILLER CORP BURNS AERO SEAT CO INC	121,165 94		
	TOTAL	121,259	0.31	59.04
57.	PACIFIC ARCHITECTS + ENGINEERS INC	120,895	0.31	59.35
58.	THIokol CHEMICAL CORP	119,363	0.31	59.66
59.	EASTMAN KODAK CO EASTMAN CHEMICAL PRODUCTS CORP EASTMAN KODAK STORES INC	117,566 51 706		
	TOTAL	118,323	0.30	59.96
60.	UNITED STATES STEEL CORP REACTIVE METALS INC U S STEEL INTERNATIONAL, INC	108,322 161 7,675		
	TOTAL	116,152	0.30	60.26
1.	AMERICAN MACHINE + FOUNDRY CO CUNO ENGINEERING CORP	103,871 1,052		
	TOTAL	109,923	0.28	60.54
62.	CHAMBERLAIN CORP	104,441	0.27	60.81
63.	GENERAL PRECISION EQUIPMENT CORP AMERICAN METER CONTROLS INC CONTROLS CO OF AMERICA GENERAL PRECISION DECCA SYSTEMS GENERAL PRECISION SYSTEMS INC GRAFLEX INC INDUSTRIAL TAPER CORP NATIONAL THEATRE SUPPLY STRONG ELECTRIC CORP TELE-SIGNAL CORP VAPOR CORP	29 377 98 86,361 1,571 15 16 3,605 9,686 2,194		
	TOTAL	103,944	0.27	61.08
64.	LEAR SIEGLER INC AMERICAN AVITRON L S I SERVICE CORP TRANSPORT DYNAMICS INC VERD A RAY CORP	74,090 43 27,526 685 18		
	TOTAL	102,272	0.26	61.34

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
65.	HARVEY ALUMINUM INC HARVEY ALUMINUM SALES	25,048 74,045		
	TOTAL	99,093	0.26	61.60
66.	NATIONAL PRESTO INDUSTRIES INC	96,886	0.25	61.85
67.	TELEDYNE INC	77,173		
	ADCOM INC	309		
	AMELCO, INC	4,146		
	CONTINENTAL DEVICE CORP	27		
	CRYSTALONICS INC	13		
	ELECTRO DEVELOPMENT CO	50		
	GEOTECHNICAL CORP	25		
	GETZ WILLIAM CORP	128		
	GILL ELECTRIC MFG CORP	517		
	HYDRA POWER CORP	1,017		
	IRBY STEEL CO	59		
	ISOTOPE INC	802		
	LANDIS MACHINE CO	22		
	MICRONETICS INC	346		
	MICROWAVE ELECTRONICS CORP	30		
	MILLIKEN D B CO INC	1,024		
	NATIONAL GEOPHYSICAL CO INC	92		
	ORDNANCE SPECIALTIES INC	24		
	PACKARD BELL ELECTRONICS CORP	6,584		
	PENN UNION ELECTRIC CORP	11		
	PINES ENGINEERING CO, INC	158		
	RODNEY METALS, INC	11		
	WAH CHANG CORP	26		
	TOTAL	92,514	0.24	62.09
68.	CITY INVESTING CO			
	AMERICAN ELECTRIC CO	35,966		
	HAYES HOLDING CO	49,002		
	RHEEM MFG CO	1,857		
	WILSON SHIPYARD, INC	164		
	TOTAL	86,989	0.22	62.31
69.	COLT INDUSTRIES, INC	2,258		
	CHANDLER EVANS, INC	10,087		
	COLTS INC	68,989		
	ELOX CORP	194		
	FAIRBANKS MORSE, INC	4,582		
	PRATT + WHITNEY INC	436		
	TOTAL	86,546	0.22	62.53
70.	WESTERN UNION TELEGRAPH CO	79,299	0.20	62.73
71.	AMERICAN MFG CO OF TEXAS	76,552	0.20	62.93
72.	CURTIS WRIGHT CORP	74,799		
	COMET TOOL + DIE CO	350		
	ZARKIN MACHINE CO	275		
	TOTAL	75,424	0.19	63.12

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
73.	WHITE MOTOR CO HERCULES ENGINES INC MINNEAPOLIS MCLINE INC	15,976 58,610 394		
	TOTAL	74,980	8.19	63.31
74.	AEROSPACE CORP (N)	73,541	8.19	63.50
75.	CESSNA AIRCRAFT CO AIRCRAFT RADIO CORP	71,834 1,076		
	TOTAL	72,910	8.19	63.69
76.	EMERSON ELECTRIC CO PACE INC RANTEC CORP RIDGE TOOL CO SUPREME PRODUCTS CORP WIEGAND (EDWIN L) CO	63,776 68 31 26 8,887 134		
	TOTAL	72,842	8.19	63.88
77.	SEATRAN LINES INC COMMODITY CHARTERING CORP HUDSON WATERWAYS CORP TRANSEASTERN SHIPPING CORP	42,839 1,667 22,547 4,348		
	TOTAL	70,601	8.18	64.06
78.	GULF OIL CORP GOODRICH GULF CHEMICALS INC GULF OIL TRADING CO PITTSBURG MIDWAY COAL MINING CO	66,934 81 259 184		
	TOTAL	67,378	8.17	64.23
79.	CONDEC CORP CONSOLIDATED CONTROLS CORP N J E CORP	65,162 1,587 155		
	TOTAL	66,904	8.17	64.40
80.	MOTOROLA INC MOTOROLA OVERSEAS CORP	65,715 218		
	TOTAL	65,933	8.17	64.57
81.	CONTINENTAL AIR LINES INC	64,523	8.17	64.74
82.	FEDERAL CARTRIDGE CORP	64,519	8.17	64.91
83.	HUGHES TOOL CO	62,353	8.16	65.07
84.	VITRO CORP OF AMERICA VITRO MINERALS CORP	59,674 1,471		
	TOTAL	61,145	8.16	65.23

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
85.	JOHNS HOPKINS UNIVERSITY (N)	57,674	8.15	65.38
86.	CONTROL DATA CORP	58,225		
	ASSOCIATED AERC SCIENCE LABS INC	1,891		
	C E I R INC	852		
	CONTROL CORP	142		
	ELECTRONIC ACCOUNTING CARD CORP	723		
	PACIFIC TECHNICAL ANALYSTS, INC	1,785		
	T R G INC	1,264		
	TOTAL	56,882	8.15	65.53
87.	LYKES CORP	55,247		
	GULF + SOUTH AMERICAN STEAMSHIP CO	683		
	TOTAL	55,930	8.14	65.67
88.	MCLEAN INDUSTRIES, INC			
	EQUIPMENT INC	5,982		
	GULF PUERTO RICO LINES, INC	259		
	SEA-LAND SERVICE, INC	49,751		
	TOTAL	55,912	8.14	65.81
89.	AERODEX INC	55,345	8.14	65.95
90.	SUSQUEHANNA CORP	2,415		
	ATLANTIC RESEARCH CORP	51,452		
	XEBEC CORP	886		
	TOTAL	54,753	8.14	66.09
91.	SVERDRUP + PARCEL + ASSCCS INC	1,396		
	ARO INC	53,165		
	TOTAL	54,561	8.14	66.23
92.	STATES MARINE LINES INC	54,815	8.14	66.37
93.	HAZELTINE CORPORATION	53,771	8.14	66.51
94.	ATLAS CHEMICAL INDUSTRIES INC	53,574	8.14	66.65
95.	VINNELL CORP	51,689	8.13	66.78
96.	HARRIS INTERTYPE COMP	913		
	GATES RADIO CO	796		
	PRO ELECTRONICS, INC	28,613		
	RADIATION, INC	29,156		
	TOTAL	51,478	8.13	66.91

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
97.	WORLD AIRWAYS INC	51,358	0.13	67.04
98.	INTERNATIONAL HARVESTER CO	51,271	0.13	67.17
99.	AUTOMATIC SPRINKLER CORP AMERICA BADGER FIRE EXTINGUISHER CO	50,395 38		
	TOTAL	50,433	0.13	67.30
100.	SMITH INVESTMENT CO SMITH A O CORP SMITH A G OF TEXAS	40,323 9,998		
	TOTAL	50,321	0.13	67.43 d/

FOOTNOTES:

- a/ Net value of new procurement actions minus cancellations, terminations and other credit transactions. The data include debit and credit procurement actions of \$10,000 or more, under military supply, service and construction contracts for work in the U. S. plus awards to listed companies and other U. S. companies for work overseas.

Procurement actions include definitive contracts, the obligated portions of letter contracts, purchase orders, job orders, task orders, delivery orders, and any other orders against existing contracts. The data do not include that part of indefinite quantity contracts that have not been translated into specific orders on business firms, nor do they include purchase commitments or pending cancellations that have not yet become mutually binding agreements between the government and the company.

- b/ The assignment of subsidiaries to parent companies is based on stock ownership of 50% or more by the parent company, as indicated by data published in standard industrial reference sources. The company totals do not include contracts made by other U. S. Government agencies and financed with Department of Defense funds, or contracts awarded in foreign nations through their respective governments. The company names and corporate structures are those in effect as of 30 June 1968 and for purposes of this report company names have been retained unless specific knowledge was available that a company had been merged into the parent or absorbed as a division with loss of company identity. Only those subsidiaries are shown for which procurement actions have been reported.

- c/ Stock ownership is equally divided between Standard Oil Co. of California and Texaco, Inc; half of the total of military awards is shown under each of the parent companies.

- d/ Does not agree with percentage shown on page 7 due to rounding.

Issued Annually by the
Office of the Secretary of Defense
Directorate for Statistical Services
12 November 1963